



K.MUNIYAPPAN

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Middle Level Assignments: Global Strategic Sourcing Management | Vendor Development

Versatile, high-energy professional, self driven ,successful in achieving company's growth objectives within rapid changing environment; extensive Strategic sourcing/Vendor Development & Cost Reduction background in multi-cultural environments; evolved and executed strategies that reached out to Indian markets and restructured the way industry works

CORE COMPETENCIES

Strategic Sourcing

Vendor Development

Sourcing Strategy /Panel Mgmt

Techno-commercial Negotiations

Contract Management

Serial Life Management

Cost Reduction/Capacity Mgmt

Project Management

Team Management & Leadership

Inventory Management

ACADEMIC DETAILS

- B.E. (Mechanical – Part time) from Sathyabhama University, Chennai in 2012

Other Course:

- D.M.E.(Mechanical) from Central Polytechnic college ,Chennai in 2006

IT SKILLS

- MS Office 2007 & SAP R7-MM Module, ERP Oracle Module

PERSONAL DETAILS

Date of Birth: 10th May 1988

Languages Known: English and Tamil

Address: 16B,Venkateshwara colony
2nd Street ,Madhavaram milk colony ,
Chennai -118

PROFILE SUMMARY

- **Dynamic career of 12+ years** that reflects pioneering experience and year-on-year success in achieving **Global Strategic Sourcing Management, Strategy Implementation and Cost Reduction objectives**
- Proven track record in **development of global sourcing framework to analyze demands patterns, identifying short & long term requirements** for price sensitive articles in each category and monitoring the implementation for the same
- Leveraged skills in **managing Strategic Sourcing operations** involving **contracting, technical evaluation and techno-commercial negotiations** to ensure maximum profitability
- Hands-on experience in **performing global sourcing activities**;Expertise in **Chassis and having overall knowledge about all major commodities.**
- Expertise in **Indian Automobile Tier 1 & Tier N Supplier base**
- A **forward thinking person with excellent communication & negotiation skills**; exceptionally well organized with a track record that demonstrates self-motivation & creativity to achieve corporate & personal goals
- Additional Responsibility of **BOP Mgmt Co-ordinator, Value Up Facilitator** and **CFT Member** for various projects.

ORGANISATIONAL EXPERIENCE

Since Dec'18 - Tata Technologies Ltd Senior Technical Lead

Function Scope : Assigned for Global customer sourcing activity

Renault Nissan (March'16 –Nov'18) Assistant Manager – Commodity buyer

Key Result Areas: Commodity Purchase for Fuel & Exhaust system

- Responsible for managing current / new supplier base for end to end Procurement processes
- Develop sourcing strategies and support the management with synergy of other businesses in focus
- Supplier identification, development, RFI/RFQ launch, commercial negotiations and Contract Management and New Product Development
- Involving Global and International Sourcing Activities
- Cost Management by managing price variations, cost benchmarking, commodity indices tracking and periodic negotiations
- Achieving Cost Efficiency by identifying and implementing cost reduction initiative
- Serial life management activities like Capacity , Claim mgmt. and Supplier related overall issues

Highlights:

- Got **VP -SPOT AWARD** for **FY-16** for Resourcing Activity. (Metal tank → Plastic tank)
- Got **VP -SPOT AWARD** for **FY-17** for resourcing management due to supplier business termination decision.
- Headed several VAVE Projects in order to optimize material cost, thereby improved company's profitability
- Executed scientific method of strategic sourcing process that involved development of category profile, generation of supplier's portfolio, selection of implementation path & vendor, preparation of strategy, so on
- Delivered cost savings achievements through Localization and Mzk Areas to improve organization sustain the profitability
- Developing long term sustainable business partners and continuous monitor on their QCDDM Performance

Ashok Leyland Limited, Chennai

Assistant Manager – Vendor Development

(Dec'12 - Feb'16)

Role:

- Preparing MIS for NGICV models.
- Conducting Make or Buy decision and identifying Long Lead items
- Selecting suppliers for Sheet Metal, bar turned Non-metallic and executing RFQs and price negotiation
- Developing components for testing and proto build with minimum lead time.
- Resolving technical issues through CFT & Sourcing Quality Maturity Index review to monitor the quality rating of the supplier along with Central Quality
- Conducting the Run@Rate for all new parts to map the Supplier's Capacity
- Evaluating and approving the PPAP documents along with quality team for regular production.
- Monitoring the supplier performance through QCDDM parameters

Additional Responsibilities (Program coordinator -From sourcing team)

- Coordinating with Design team for Vehicle Spec Release Evaluation and Discrete part identification
- Periodical discussion with VI team for Commonisation of Existing / VE of Parts.
- Proto /pilot vehicle build support along with manufacturing team
- Coordinating with Plant stores for smooth materials movement during vehicle build
- Coordinating with Plant Quality personal for the final sign off & ECN point closure
- Program team support for identifying the issues during vehicle build

Senior Engineer –Procurement & stores

(July'07 - Nov'12)

Role:

- Involved in day-to-day procurement activities and supporting with Stores for achieving the required targets Proto build completions.
- SPOC for Current Truck models of Current trucks-2523, 1613, 3119il, 3118, Auto expo vehicle3718il and etc.
- Receiving the total E-BOM from the designer, Get the vehicle Standard parts and correction.
- Raise the schedule to other units to receive the parts
- Arrange the regular parts from suppliers which was not in Plants & Arranging Logistics for materials movements.
- Move the parts to proto build area when proto getting starts
- Excess materials return to concern units and maintaining the inventory cost in line with Project.
- Inventory managements
- Monitoring Inventory carrying cost and reduced 5 Crore within 4 months time
- Multi Location Stores Control and Audit, Dealing With Discrepancies, Balance Sheet, System Audit and Management Information Systems

PREVIOUS EXPERIENCE

TAFE Ltd , Chennai

(May'06 - July'07)

Project Assignee – Vendor Development

TRAINING ATTENDED

- Personality Development
- Leadership Program
- Time Management
- Analytical Skill
- Project Management
- Negotiation Skills
- Presentation Skills